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David Madeley

Senior Strategist – Manufacturing Engineering SW R&D

Manufacturing Engineering Solutions

Siemens Industry Sector

david.madeley@siemens.com

Dear David

The power of computers continues to rise. Very soon CNC machines will be available with multiple cores and many gigabytes of memory. These machines are capable of running real time simulations, and we can use them to implement “Build Anywhere” applications, where the same solution is used for machines across our organizations, suppliers and customer bases.

The problem is we do not have an efficient way to convey the necessary information from CAM to the CNC. We can see the necessary data in multiple CAM systems but any solution that moves the data is system specific.

Therefore, we have developed the ISO 10303-238 STEP-NC standard for inter-operable product and process machining data. We have proven that it has the necessary capabilities in multiple demonstrations. We want you to support this standard by developing import and export interfaces for future editions of NX CAM.

We strongly believe that this will be in our mutual interests. In the future we will need to implement solutions that are deployable across our enterprises and supply chains, and at the sites of our customers. We must have the ability to run our NX programs anywhere.

You are locked out of many customers because of the expense of building and maintaining machine specific post-processors. As one of the largest CAM vendors you will greatly benefit from the consolidation that will occur when STEP-NC is in place.

We recognize that there is a risk in being the first mover. However, we need your help, and as leading customers, we hope you will recognize that we have already invested a lot of time and energy in this technology.

Best Regards

[NAMES]

[Positions]

[Companies]